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Diana T Fritz 05/24/2007 04:32:12 PM From DB/Inbox: Search Results

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Text:

UNCLASSIFIED

SIPDIS
TELEGRAM

April 14, 2003

To: No Action Addressee
Action: Unknown
From: AMEMBASSY ABU DHABI (ABU DHABI 1768 - ROUTINE)
TAGS: ETTC, KOMC
Captions: None
Subject: BLUE LANTERN LEVEL 3: PRE-LICENSE END USE CHECK
APPLICATION TA-1017-03
Ref: None

UNCLAS ABU DHABI 01768

SIPDIS
CXABU:
INFO: ECON AMB DCM
Laser1:
ACTION: FCS

DISSEMINATION: FCS
CHARGE: FCS

APPROVED: ECON: T. WILLIAMS
DRAFTED: FCS: MARY O'BRIEN
CLEARED: FCS: NCHARLES-PARKER

VZCZCADI358
RR RUEHC RUCPDO RUEHDI
DE RUEHAD #1768 1040451
ZNR UUUUU ZZH
R 140451Z APR 03
FM AMEMBASSY ABU DHABI
TO RUEHC/SECSTATE WASHDC 9395
INFO RUCPDO/USDOC WASHDC
RUEHDI/AMCONSUL DUBAI 3031

UNCLAS ABU DHABI 001768

SIPDIS

USDOC FOR BIS/ S. HAN
SECSTATE FOR PM/DTCC - BLUE LANTERN COORDINATOR
DUBAI FOR T. LERSTEN

E.O. 12958: N/A
TAGS: [KOMC](#) [ETTC](#) [TC](#)

SUBJECT: BLUE LANTERN LEVEL 3: PRE-LICENSE END USE CHECK
APPLICATION TA-1017-03

REF: STATE 062909

1. REFTEL REQUESTED POST CONDUCT A PRE-LICENSE CHECK ON MIDDLE EAST OPTRONICS, LISTED AS THE FOREIGN CONSIGNEE ON DTC CASE #TA-1017-03, WHICH PROPOSES THE TRANSFER BY FLIR SYSTEMS OF TECHNICAL DATA FOR THE REPAIR AND MAINTENANCE OF FLIR THERMAL IMAGING EQUIPMENT TO MIDDLE EAST OPTRONICS.

2. ON APRIL 5, 2003, AT THE REQUEST OF THE POLITICAL/ECONOMIC OFFICER IN DUBAI, COMMERCIAL OFFICER MARY O'BRIEN MET WITH HADIF AL-MANSOURI OF EMIRATES AVIATION,

HAMDAN STREET, ABU DHABI. ON APRIL 6, 2003, COMMOFF O'BRIEN ALSO MET WITH MOUHIDDINE (MIKE) GHALAYINI, UAE REPRESENTATIVE OF FLIR SYSTEMS AND MANAGING DIRECTOR OF MIDDLE EAST OPTRONICS, DUBAI AIRPORT FREE ZONE, DUBAI.

13. IN CONVERSATIONS WITH THE TWO PRINCIPALS, THE FOLLOWING INFORMATION WAS PROVIDED: CURRENTLY ALL FLIR THERMAL IMAGING PRODUCTS IN THE GULF REGION, THOSE LOCALLY OWNED AND THOSE OWNED BY US MILITARY STATIONED HERE, MUST BE SENT TO THE U.S. FOR REPAIR. THIS PROCESS CAN TAKE UP TO 3 MONTHS DUE TO TRANSPORTATION AND CUSTOMS PROCEDURES. IF FLIR HAD AN APPROVED REPAIR STATION HERE IN THE UAE, THE TIME FOR REPAIR COULD BE CUT TO 48 HOURS FOR UNITS IN THE UAE AND A WEEK FOR UNITS IN APPROVED GULF COUNTRIES, AS WELL AS EGYPT, JORDAN AND MOROCCO. FLIR APPROACHED EMIRATES AVIATION AS A PARTNER DUE TO THEIR EXCELLENT REPUTATION WITH THE UAE MILITARY.

14. EMIRATES AVIATION HAS BEEN IN BUSINESS SINCE 1991 AS A SUPPLIER OF SPARE PARTS AND OTHER SERVICES FOR THE UAE MILITARY. THE COMPANY AND MR. AL MANSOORI ARE WELL KNOWN TO THE COMMERCIAL OFFICE HERE IN ABU DHABI AND ENJOY AN EXCELLENT REPUTATION. MR. AL-MANSOORI PROVIDED A COPY OF A SIGNED CONTRACT #DP/A1-2-3-4/98/62/4/32 WITH THE UAE MILITARY TO PROVIDE OVERHAUL, REPAIR AND MODIFICATION SERVICES FOR HELICOPTERS, MISSILES, AMMUNITION, GROUND POWER UNITS, GENERATORS, AND BATTLEFIELD-CONSUMABLE EQUIPMENT. THEY ALSO ARE APPROVED BY THE UAE CIVIL AVIATION AUTHORITY AS A STOCKIST AND SUPPLIER FOR AIRCRAFT PARTS AND EQUIPMENT, AND ARE A MEMBER OF THE AIRLINE SUPPLIERS ASSOCIATION. LASTLY THEY ARE REGISTERED WITH NATO AS A SUPPLIER OF MILITARY SPARE PARTS AND EQUIPMENT. THE COMPANY HAS TEN EMPLOYEES AND IN 2002 EMIRATES CLOSED 70 ORDERS WITH 23 U.S. COMPANIES FOR A TOTAL OF \$1,000,000.

15. FLIR SYSTEMS AND EMIRATES AVIATION ARE EACH 50% SHAREHOLDERS IN MIDDLE EAST OPTRONICS (MEO), WHICH HAS BEEN ESTABLISHED IN THE DUBAI AIRPORT FREE ZONE (DAFZA), LICENSE #196 (DOCUMENTS BEYOND THIS INFORMATION ARE NOT PUBLIC RECORD HERE AS THEY ARE IN THE US). THE OFFICES, MEASURING OVER 300 SQUARE METERS, ARE LOCATED IN AN OFFICE/WAREHOUSE FACILITY. ONLY THE OFFICES ARE IN CURRENT USE UNTIL THE EXPORT LICENSE IS APPROVED TO ESTABLISH THE REPAIR FACILITY.

16. DAFZA IS IMMEDIATELY ADJACENT TO THE AIRPORT AND WILL THEREFORE SHORTEN TRANSIT TIME FOR PRODUCTS TO BE REPAIRED. IN ADDITION, MEO'S LOCATION IN DAFZA ALLOWS IMPORTS AND EXPORTS WITHOUT PAYMENT OF UAE TARIFFS. MEO WILL BEGIN AS A REPAIR SHOP FOR FLIR BUT MEO IS ALSO LOOKING TO ESTABLISH REPAIR AGREEMENTS WITH OTHER MANUFACTURERS AS WELL. MR. GHALAYINI HAS BEEN SELLING FLIR MILITARY SYSTEMS, ALL OF WHICH REQUIRE EXPORT LICENSES, IN THE GULF REGION FOR OVER SIX YEARS AND HE IS WELL ACQUAINTED WITH THE EXPORT LICENSE PROCESS AND COMPLIANCE WITH CONDITIONS ON SUCH LICENSES. HE UNDERSTANDS THAT THERE MAY BE RESTRICTIONS REGARDING TRANSFER OF THIS TECHNOLOGY, EVEN THOUGH IT IS MAINTENANCE AND REPAIR TECHNOLOGY, NOT DESIGN OR PRODUCTION TECHNOLOGY. COMMOFF O'BRIEN CAN VERIFY MEO'S INTENT TO ABIDE BY ANY LICENSE CONDITIONS IMPOSED FOR THE REEXPORT OF SPARE PARTS.

17. PLEASE DIRECT FOLLOWUP INQUIRIES IF ANY TO MARY O'BRIEN, EMAIL MARY.O'BRIEN@MAIL.DOC.GOV.

WAHBA